

Public Notice for Product Demonstrations

1. PURPOSE

The New Jersey Division of Purchase and Property, on behalf of the New Jersey Department of Human Services (DHS), Division of Medical Assistance and Health Services (DMAHS), is posting this notice offering vendors the opportunity to demonstrate Health Benefits Coordinator (HBC) products and solutions. DMAHS is seeking information about available product solutions in preparation for the reprocurement of Health Benefit Coordinator Services. **This is not a Request for Proposals.**

DMAHS will be seeking a vendor to provide the technology and services to conduct health benefits coordination for NJ FamilyCare/Medicaid programs. DMAHS offers qualified vendors the opportunity to demonstrate their product solutions on-site at the DMAHS offices in Mercerville, New Jersey, or at another location designated by the State.

Under the current contract, HBC services include:

1. Application processing, renewal processing and eligibility determination for the NJ FamilyCare program;
2. Call center support for the NJ FamilyCare/Medicaid programs;
3. Reception, tracking and scanning of new and renewal applications and supporting documentation;
4. Enrollment of NJ FamilyCare/Medicaid clients into Medicaid managed care organizations;
5. The assessment and collection of premiums where appropriate; and
6. Outreach, marketing and education services.

For the purposes of the demonstration and the pending procurement, it is critical that each vendor demonstrate the flexibility required to adjust to changing and improved interfaces to various MMIS and Eligibility processing systems as well as to accommodate program policy changes.

2. VENDOR AND PRODUCT SOLUTION QUALIFICATIONS

DMAHS is seeking demonstrations from a broad array of interested vendors.

Vendors with solutions deemed qualified by DMAHS will be invited to demonstrate their solution on-site at DMAHS or at an alternate location. Vendors invited to demonstrate their product solutions should be prepared to respond to questions prior to, during, and/or after the product demonstration. DMAHS will provide questions in advance to those vendors invited to demonstrate their solutions. DMAHS encourages vendors to include personnel able to respond to questions about the technical and functional capabilities of the solutions demonstrated by the product demonstration team. DMAHS is seeking information about product and technical solution capabilities **not** marketing presentations; therefore, demonstrating vendors must limit any product marketing discussion to five minutes or less.

3. SCHEDULE OF EVENTS

EVENT	DATE	TIME
Release of Offer to Demonstrate	February 24, 2011	
Vendor Application to Demonstrate Due	March 10, 2011	2:00 p.m. Eastern
Vendor Demonstrations	April 18, 19, 20, 21, 25, 26, 27, 28	10:00 am/1:00 pm

4. TERMS AND CONDITIONS

- A. The opportunity to demonstrate product solutions is solely for DMAHS' benefit and is intended to provide information to DMAHS. The product demonstrations will not be subject to an RFP-type evaluation.
- B. DMAHS reserves the right to accept or reject applications to demonstrate at DMAHS' sole discretion. Acceptance of a vendor's application to demonstrate a product solution in no way constitutes a commitment by DMAHS to award any contract for any product or solution demonstrated. DMAHS acceptance or rejection of an application to demonstrate product solutions does not preclude a vendor from responding to any current or future DMAHS RFP.
- C. DMAHS is subject to strict accountability and reporting requirements as a recipient of funds from public sources. Any response or other information submitted in response to this offer to demonstrate product solutions is subject to disclosure by DMAHS as required by applicable law. DMAHS makes no agreements or representations of any kind, and expressly disclaims any requirement to maintain the confidentiality of any information provided in response to this offer to demonstrate product solutions. All material and information provided to DMAHS in response to this offer to demonstrate product solutions shall become the property of DMAHS upon receipt and will not be returned.
- D. DMAHS reserves the right to copy any information provided by the applicants, whether or not selected by DMAHS, to demonstrate their product solution, for purposes of facilitating DMAHS review of use of the information. DMAHS reserves the right to use ideas that are provided by vendors in the application or product demonstration. By applying to demonstrate its product solutions the vendor represents that such copying or use of information will not violate any copyrights, licenses, or other agreements with respect to information submitted or product solutions demonstrated.
- E. DMAHS is not responsible for any costs incurred by an applicant or demonstrating vendor related to the preparation of the application to demonstrate or any other activities related to preparing for, conducting, or traveling to or from DMAHS location to demonstrate the vendor's product solution.

5. APPLICATION TO DEMONSTRATE PRODUCT SOLUTIONS

The Division of Medical Assistance and Health Services must receive the application to demonstrate product solutions on the required date and time as shown in the Schedule of Events table in Section 3 of this notice. **Applications received after the required submission date and time will be rejected.**

Applications are to be sent via e-mail to:

Jennifer Petrino

NJ Division of Medical Assistance and Health Services

jennifer.d.petrino@dhs.state.nj.us

Direct all questions regarding this opportunity to demonstrate product solutions to Jennifer Petrino, as noted above. To apply to demonstrate product solutions, vendors are to prepare a narrative that includes:

- A. Name and address of vendor.

- B. Name and contact information for the vendor representative responsible for business opportunities with the State of New Jersey.
- C. A summary description of the product or solution to be demonstrated. This description must include: a summary of innovations implemented in HBC activities over the last three years and a list of current HBC contracts inclusive of the client name, address, phone e-mail and contract manager name.
- D. First and second choice of dates for the demonstration (see Schedule of Events table in Section 3 for available dates.)

The application narrative is not to exceed three 8 1/2" by 11"pages.

Demonstration applicants will receive more information regarding location, internet connectivity, and agenda for the session when their application is determined to meet DMAHS criterion for selection. The criterion will not be published. For questions regarding this opportunity, please contact Jennifer Petrino.